

Message Text

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C O N F I D E N T I A L MOSCOW 4120

E.O. 11652 GDS

TAGS: BGEN, ETRD, ETRN, EEWT, US, UR

SUBJECT: ISSUES FOR JOINT COMMERCIAL COMMISSION MEETING--POSSIBLE
SOVIET PURCHASE OF US WIDE-BODIED AIRCRAFT.

USDOC FOR BEWT/DOWNEY

TREASURY FOR PARSKY

REF: MOSCOW 3746

1. AS REPORTED REFTEL, BOEING COMMERCIAL AIRCRAFT CORP. PRESIDENT BOUILLON GAINED IMPRESSION FROM RECENT DISCUSSION WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY DEPUTY CHAIRMAN GVISHIANI THAT BOEING'S CHANCES WOULD BE HELPED WERE U.S. SIDE AT JOINT COMMISSION MEETING TO RAISE SUBJECT OF SOVIET PURCHASE OF WIDE-BODIED AIRCRAFT. BOUILLON INDICATED THAT BOEING MIGHT RAISE THIS POSSIBILITY IN WASHINGTON.

2. RECOGNIZING THAT USG CANNOT DISCRIMINATE AGAINST ONE US AIR-FRAME MANUFACTURER BY INTERVENING IN BEHALF OF ANOTHER, EMBASSY BELIEVES IT WOULD BE APPROPRIATE FOR US DELEGATION TO SUPPORT GENERALLY THE ADVANTAGES OF SOVIET PURCHASE OF US-MADE WIDE-BODIED AIRCRAFT. ALTHOUGH IT COULD BE ARGUED THAT DEVELOPMENTS SURROUNDING 1974 TRADE ACT AND LACK OF EX-IM CREDITS MAKE SUCH A PURCHASE LESS LIKELY THAN EVER, EMBASSY SUGGESTS THIS SUBJECT BE PRESENTED TO SOVIETS AS EXAMPLE OF HIGHLY-VISIBLE STEP THEY COULD
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TAKE TO DEMONSTRATE THEIR CONTINUED SUPPORT OF US-SOVIET ECONOMIC COOPERATION. IN VIEW RECONGNIZED SUPERIORITY OF U.S. AIRCRAFT, WE

COULD HARDLY BE ACCUSED OF ASKING THEM TO MAKE SACRIFICE FOR CAUSE
OF US-SOVIET TRADE. IN REPLY TO SUCH AN APPROACH, SOVIETS CAN BE
EXPECTED TO RAISE SUBJECT OF U.S. EXPORT CONTROLS AS THEY RELATE
TO AIRCRAFT TECHNOLOGY. HOWEVER, AS FAR AS EMBASSY IS AWARE, U.S.
SIDE COULD MAKE RESONABLY STRONG CASE IN SUPPORT OF POSITION THAT,
DESPITE POTENTIAL SENSITIVITY OF THIS AREA, WE ARE PREPARED TO BE
FORTHCOMING ON LICENSING SOME ASPECTS OF U.S. AIRFRAME/ENGINE
TECHNOLOGY AND THAT IT WOULD NOT BE UNREASONABLE TO EXPECT MORE
LIBERAL APPROACH IN FUTURE, ASSUMING CONTINUED IMPROVEMENT IN
OVERALL US-SOVIET RELATIONSHIP.
STOESSEL

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